

**Intermodal Freight Strategies Study**  
Greater Kansas City Chamber of Commerce  
and Mid-America Regional Council

Discussion Draft

Please take a few minutes to complete this survey which will help us in developing strategies for this important study concerning intermodal freight in metropolitan Kansas City. Your help is very important! **If you have questions, call Doug Luciani (Chamber of Commerce) at 221-2424 or Mark Kenneally (project manager at JBM) at 561-9800.**

Please be assured that ALL information is confidential. Your company name will not be associated with your responses. The information will appear only in summary format. The survey will take about xx (your estimate is appreciated) minutes. A few questions may not apply to you, but PLEASE answer all other questions that do. Thanks for your contribution!!

~~~~~  
Your Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Street Address/Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
~~~~~

1. Approximately, how many persons (full-time equivalent) work for this firm at this site?

Number of full-time equivalent employees: \_\_\_\_\_

2. If you have warehousing functions, how many full-time equivalent employees are employed in your warehousing activities; include all persons doing work related to the warehouse activities (e.g., persons involved in freight accounting)?

Number of full-time equivalent warehousing employees: \_\_\_\_\_

3. Does your company have offices located outside metropolitan Kansas City?

\_\_\_\_ (1) Yes [Where are top 2? \_\_\_\_\_]

\_\_\_\_ (2) No

4. What kind of traffic services does your firm buy or sell?  
(CHECK ALL THAT APPLY)

	<u>BUY</u>	<u>SELL</u>
Air .....	_____	_____
Truck .....	_____	_____
Barge/water .....	_____	_____
Rail .....	_____	_____
Logistics/third party .....	_____	_____
Warehousing .....	_____	_____

5. What percentage of your traffic services are?

FROM your site to another location \_\_\_\_\_ %

TO your site from another location \_\_\_\_\_ %

6. Think about the geographic scope of your business (OUTBOUND/SHIPPING and INBOUND/RECEIVING). What percentage of your business is with the following areas? [Round to nearest 10% the percentage shipped to each of the following]

	<u>INBOUND</u>	<u>OUTBOUND</u>
Metropolitan Kansas City (your facility to another in area) . . . . .	_____ %	.. _____ %
Kansas (outside metropolitan Kansas City) . . . . .	_____ %	.. _____ %
Missouri (outside metropolitan Kansas City) . . . . .	_____ %	.. _____ %
Midwest (not Kansas or Missouri) . . . . .	_____ %	.. _____ %
Other US . . . . .	_____ %	.. _____ %
Canada or Mexico . . . . .	_____ %	.. _____ %
Overseas . . . . .	_____ %	.. _____ %
	<b>100 %</b>	<b>100 %</b>

7. Is receiving or making deliveries by a certain time of day important to your operation?

\_\_\_\_ (1) Yes [GO TO QUESTION 8]  
 \_\_\_\_ (2) No [GO TO QUESTION 10]

8. What is the time sensitivity of your major INBOUND and OUTBOUND products?  
 [Check ONE response for each]

	<u>INBOUND</u>	<u>OUTBOUND</u>
Overnight . . . . .	_____	_____
To meet a schedule-on-time . . . . .	_____	_____
To meet a schedule consistently or reliably . . . . .	_____	_____
Contract with rail carrier . . . . .	_____	_____
Contract with trucking carrier . . . . .	_____	_____

9. During what hours do you usually need to receive/ship deliveries of your major INBOUND AND OUTBOUND products? [Give ONE response for each]

	<u>Receive INBOUND</u>	<u>Ship OUTBOUND</u>
Morning . . . . .	_____	_____
Afternoon . . . . .	_____	_____
24 hours a day . . . . .	_____	_____
Morning and afternoon . . . . .	_____	_____
Evening . . . . .	_____	_____

10. Do you use refrigerated containers to move goods?

\_\_\_\_ (1) Yes  
 \_\_\_\_ (2) No

11. What traffic services do your major SUPPLIERS and CUSTOMERS have access to? (CHECK ALL THAT APPLY)

	<u>SUPPLIERS</u>	<u>CUSTOMERS</u>
Air .....	_____	_____
Truck .....	_____	_____
Railroad .....	_____	_____
Water .....	_____	_____

12. How many freight handling locations do you have in Metropolitan Kansas City?

Number of freight handling locations \_\_\_\_\_

13. From what sources do you receive supplies? (CHECK ALL THAT APPLY)

- ☐ (1) Supplier's plant  
☐ (2) Warehouse or distribution center  
☐ (3) Directly from port of entry  
☐ (4) Other: please describe \_\_\_\_\_

14. Who arranges for the movement of your products INBOUND AND OUTBOUND?  
[Round percentages to the nearest 10%]

	<u>INBOUND</u>	<u>OUTBOUND</u>
We do .....	_____ %	_____ %
Freight forwarder .....	_____ %	_____ %
Parcel carrier .....	_____ %	_____ %
Contract with rail carrier .....	_____ %	_____ %
Contract with trucking carrier .....	_____ %	_____ %
	100 %	100 %

15. What is the main business done by your firm at this site? Please check ALL that apply and go to the FIRST PAGE indicated.

<u>SIC Code</u>	<u>Description</u>	
01-09	_____ (01) Agriculture	] [GO TO PAGE 4]
12-16	_____ (02) Mining	
17	_____ (03) Construction	
20-39	_____ (04) Manufacturing	
40-49	_____ (05) Transportation/Public Utilities	] [GO TO PAGE 6]
50-51	_____ (06) Warehousing/Wholesale	
52-59	_____ (07) Retail Trade	
60-67	_____ (08) Finance, Insurance, Real Estate	] [GO TO PAGE 8]
70-89	_____ (09) Services	
90-99	_____ (10) Government, miscellaneous	

**PRODUCTION FIRMS ONLY (Manufacturing, construction, mining, agriculture)**  
Others go to page 6

1. What is the primary product produced at this site?  
(Please check only ONE PRIMARY PRODUCT)

<u>SIC</u> <u>Codes</u>	<u>Description</u>	<u>SIC</u> <u>Codes</u>	<u>Description</u>
01	<input type="checkbox"/> Farm Products	28	<input type="checkbox"/> Chemicals/Allied Products
08	<input type="checkbox"/> Forest Products	29	<input type="checkbox"/> Petroleum or Coal Products
09	<input type="checkbox"/> Fresh Fish/Marine Products	30	<input type="checkbox"/> Rubber or Plastic Products
10	<input type="checkbox"/> Metallic Ore	31	<input type="checkbox"/> Leather or Leather Products
11-13	<input type="checkbox"/> Coal, Petroleum, Gas	32	<input type="checkbox"/> Clay, Concrete, Glass, or Stone
14	<input type="checkbox"/> Tobacco Products	33	<input type="checkbox"/> Primary Metal Products
19	<input type="checkbox"/> Ordnance or Accessories	34	<input type="checkbox"/> Fabricated Metal Products
20	<input type="checkbox"/> Food or Kindred Products	35	<input type="checkbox"/> Non-Electrical Machinery
22	<input type="checkbox"/> Textile Mill Products	36	<input type="checkbox"/> Electrical Equipment
23	<input type="checkbox"/> Apparel/Related Products	37	<input type="checkbox"/> Transportation
24	<input type="checkbox"/> Lumber or Wood Products	38	<input type="checkbox"/> Instruments, Photo/Optical
25	<input type="checkbox"/> Furniture or Fixtures	39	<input type="checkbox"/> Miscellaneous Mfg Products
26	<input type="checkbox"/> Pulp, Paper, Allied Products		
27	<input type="checkbox"/> Printed Matter		

2. Approximately, how many tons of your ONE PRIMARY product (shown above) were SHIPPED OUT during the last quarter for which you can make a good estimate?

Tons of PRIMARY product during last quarter (3 months) \_\_\_\_\_

3. How many TOTAL tons for ALL products were SHIPPED OUT during that same quarter?

Tons of ALL products during last quarter . . . . . \_\_\_\_\_

4. How many TOTAL tons for products used as inputs to your production process were RECEIVED during that same quarter?

Tons of products RECEIVED as INPUTS  
during last quarter . . . . . \_\_\_\_\_

5. How are the products shipped that you RECEIVE AS INPUTS and those that you SHIP OUT ? (Round to nearest 10% the percentage shipped via each of the following methods)

	<u>INPUTS TO US</u>	<u>SHIPPED OUT</u>
Container .....	_____ %	_____ %
Intermodal Trailer .....	_____ %	_____ %
Rail Carload .....	_____ %	_____ %
Parcel Carrier .....	_____ %	_____ %
Less-than-truckload (LTL) .....	_____ %	_____ %
Truckload (TL) .....	_____ %	_____ %
Air .....	_____ %	_____ %
Barge .....	_____ %	_____ %
Pipeline .....	_____ %	_____ %
	100%	100%

6. What is the approximate value for products used as INPUTS and products SHIPPED OUT? [CHECK ONE RESPONSE FOR INPUTS and ONE RESPONSE FOR OUTPUTS]

PRODUCTS USED AS INPUTS

- \_\_\_\_(01) .5 or less million
- \_\_\_\_(02) .6 to 1 million
- \_\_\_\_(03) 2 to 3 million
- \_\_\_\_(04) 4 to 5 million
- \_\_\_\_(05) 6 to 7 million
- \_\_\_\_(06) 8 to 9 million
- \_\_\_\_(07) 11 to 15 million
- \_\_\_\_(08) 16 to 20 million
- \_\_\_\_(09) 20 to 49 million
- \_\_\_\_(10) 50 or more

PRODUCTS SHIPPED OUT

- \_\_\_\_(01) .5 or less million
- \_\_\_\_(02) .6 to 1 million
- \_\_\_\_(03) 2 to 3 million
- \_\_\_\_(04) 4 to 5 million
- \_\_\_\_(05) 6 to 7 million
- \_\_\_\_(06) 8 to 9 million
- \_\_\_\_(07) 11 to 15 million
- \_\_\_\_(08) 16 to 20 million
- \_\_\_\_(09) 20 to 49 million
- \_\_\_\_(10) 50 or more

7. Please check ALL of the following which you have access to at YOUR SITE.

- \_\_\_\_(1) Rail Siding
- \_\_\_\_(2) Trucking docks
- \_\_\_\_(3) Barge docks
- \_\_\_\_(4) Pipelines
- \_\_\_\_(5) Warehousing facilities

8. Who chooses the shipping method and routes for your major commodities that you RECEIVE?

- \_\_\_\_(1) We do
- \_\_\_\_(2) Supplier does
- \_\_\_\_(3) Third party

9. Who chooses the shipping method and routes for your major commodities that you SEND?

- \_\_\_\_(1) We do
- \_\_\_\_(2) Customer does
- \_\_\_\_(3) Third party

**WAREHOUSING, TRANSPORTATION, DISTRIBUTION, RETAIL TRADE FIRMS**  
**Others go to page 8**

1. What types of facilities are at this site? (Check ALL that apply)
- |   |  |
|---|--|
| <input type="checkbox"/> (01) Warehouse                           | <input type="checkbox"/> (06) Air                            |
| <input type="checkbox"/> (02) Distribution                        | <input type="checkbox"/> (07) Rail                           |
| <input type="checkbox"/> (03) Retail trade                        | <input type="checkbox"/> (08) Barge                          |
| <input type="checkbox"/> (04) Local consolidation/deconsolidation | <input type="checkbox"/> (09) Truck                          |
| <input type="checkbox"/> (05) Break bulk and/or reconsolidation   | <input type="checkbox"/> (10) Third party logistics provider |

2. How many docks do you have? .....

3. What kinds of shipments are handled at your site? (CHECK ALL THAT APPLY)

Code	Description	Code	Description
01	<input type="checkbox"/> Less than truckload (LTL)	07	<input type="checkbox"/> Mail
02	<input type="checkbox"/> Truckload (TL)	08	<input type="checkbox"/> Stripping containers
03	<input type="checkbox"/> Parcels	09	<input type="checkbox"/> Hazardous materials
04	<input type="checkbox"/> Freight forwarder traffic	10	<input type="checkbox"/> Air freight consolidations
05	<input type="checkbox"/> Waste materials		
06	<input type="checkbox"/> Bulk commodity shipments in rail cars		

4. How do products ARRIVE at your site? (Round to nearest 10% the percentage arriving via each of the following methods; be sure percentages add to 100%)

Container .....	_____ %	Air .....	_____ %
Truckload (TL) .....	_____ %	Barge .....	_____ %
Less-than-truckload (LTL) .....	_____ %	Parcel Carrier ...	_____ %
Intermodal Trailer ...	_____ %	Rail Carload .....	_____ %
Pipeline .....	_____ %		100%

5. On an average day, how many LOADED trucks are OUTBOUND from this site?

- |   |  |
|---|--|
| <input type="checkbox"/> (1) Less than 10 | <input type="checkbox"/> (4) 50 to 99    |
| <input type="checkbox"/> (2) 10 to 24     | <input type="checkbox"/> (5) 100 to 199  |
| <input type="checkbox"/> (3) 25 to 49     | <input type="checkbox"/> (6) 200 or more |

6. Who operates the vehicles serving this site? Check ALL that apply.

- ☐ (1) Common carrier  
☐ (2) Contract carrier  
☐ (3) Private fleet

7. Who arranges for the movement of products shipped in and out of your storage areas? [Round percentages to the nearest 10%; total should be 100%]

We do .....	_____ %	Rail carrier .....	_____ %
Freight forwarder ...	_____ %	Trucking carrier ...	_____ %
Parcel carrier .....	_____ %		100%

8. How important is it to your operation that vehicles serving this site be on the street during commute periods (6 to 9 a.m. or 3 to 6 pm)

- |   |  |
|---|--|
| <input type="checkbox"/> (1) Very important     | <input type="checkbox"/> (3) Not important |
| <input type="checkbox"/> (2) Somewhat important | <input type="checkbox"/> (4) Don't know    |

9. About how many square feet of warehousing space are available at this site?
- |  |  |
|--|--|
| <input type="checkbox"/> (01) None             | <input type="checkbox"/> (07) 100,000 to 199,999 |
| <input type="checkbox"/> (02) Less than 24,999 | <input type="checkbox"/> (08) 200,000 to 299,999 |
| <input type="checkbox"/> (03) 25,000 to 49,999 | <input type="checkbox"/> (09) 300,000 to 499,999 |
| <input type="checkbox"/> (04) 50,000 to 74,999 | <input type="checkbox"/> (10) 500,000 to 749,999 |
| <input type="checkbox"/> (05) 75,000 to 99,999 | <input type="checkbox"/> (11) 750,000 or more    |
10. What percentage of the total space is refrigerated? \_\_\_\_\_%
11. What is the acreage of your site? \_\_\_\_\_ acres
12. What percentage of this site is developed (currently used) \_\_\_\_\_%
- What additional percentage could be developed for use? \_\_\_\_\_%
13. Are you planning to expand your site?
- ☐ (1) Yes
- ☐ (2) No [Why Not? \_\_\_\_\_]
14. Is your site PRIMARILY a WAREHOUSING AND/OR DISTRIBUTION facility
- ☐ (1) Yes [GO TO QUESTION 15]
- ☐ (2) No [GO TO the next page]
15. If your site is primarily warehousing or distribution, what kinds of products are handled here? Please check ALL that apply.

SIC Codes	Description	SIC Codes	Description
01	<input type="checkbox"/> Farm Products	28	<input type="checkbox"/> Chemicals/Allied Products
08	<input type="checkbox"/> Forest Products	29	<input type="checkbox"/> Petroleum or Coal Products
09	<input type="checkbox"/> Fresh Fish/Marine Products	30	<input type="checkbox"/> Rubber or Plastic Products
10	<input type="checkbox"/> Metallic Ore	31	<input type="checkbox"/> Leather or Leather Products
11-13	<input type="checkbox"/> Coal, Petroleum, Gas	32	<input type="checkbox"/> Clay, Concrete, Glass, or Stone
14	<input type="checkbox"/> Tobacco Products	33	<input type="checkbox"/> Primary Metal Products
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23	<input type="checkbox"/> Apparel/Related Products	37	<input type="checkbox"/> Transportation
24	<input type="checkbox"/> Lumber or Wood Products	38	<input type="checkbox"/> Instruments, Photo/Optical
25	<input type="checkbox"/> Furniture or Fixtures	39	<input type="checkbox"/> Miscellaneous Mfg Products
26	<input type="checkbox"/> Pulp, Paper, Allied Products		
27	<input type="checkbox"/> Printed Matter		

16. If you rent your warehouse space to others, what is the range of cost per square foot for your warehousing space? Give your LOW cost (\$), your MEDIAN cost (\$), and HIGH cost (\$) for GENERAL STORAGE.

LOW

MEDIAN

HIGH

**Cost per square foot**

**EVERYONE** should answer the rest of the questions.

1. What are your average INBOUND/RECEIVING and OUTBOUND/SHIPPING transportation costs? Please give costs in dollars per mile if possible. If you maintain your costs as dollars per unit, please also give your average mileage for a typical shipment.]

	<u>Costs (\$)</u>	
	<u>Per ton</u>	<u>Per unit</u>
RECEIVING COSTS (\$)	_____	_____
SHIPPING TO OTHERS (\$)	_____	_____
One-way mileage for typical shipment		_____

2. How would you rank Kansas City's ability to move freight in terms of:

**Frequency of service**

By Truck	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Rail	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Plane	.....	Poor	.....	Fair	.....	Good	...	Excellent

**Reliability of service**

By Truck	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Rail	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Plane	.....	Poor	.....	Fair	.....	Good	...	Excellent

**Drayage Service**

By Truck	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Rail	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Plane	.....	Poor	.....	Fair	.....	Good	...	Excellent

**Accessibility of Facilities**

By Truck	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Rail	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Plane	.....	Poor	.....	Fair	.....	Good	...	Excellent

**Transit Time to Facility**

By Truck	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Rail	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Plane	.....	Poor	.....	Fair	.....	Good	...	Excellent

**Facilities Capacity**

By Truck	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Rail	.....	Poor	.....	Fair	.....	Good	...	Excellent
By Plane	.....	Poor	.....	Fair	.....	Good	...	Excellent



3. Please indicate the relative importance of the following factors on your business at this site.

	Very Important	Somewhat Important	Not Important	Not Sure
Free Trade Zone .....	1	2	3	9
Underground storage .....	1	2	3	9
Railroad service .....	1	2	3	9
Area work force .....	1	2	3	9
Custom bonded warehousing .....	1	2	3	9
National truck service .....	1	2	3	9
Barge service .....	1	2	3	9
International access .....	1	2	3	9
Frozen storage .....	1	2	3	9
Local cartage .....	1	2	3	9
Air cargo .....	1	2	3	9
Labor rates .....	1	2	3	9

4. In which cities are your major competitors located? [CHECK ALL THAT APPLY]

___(01) Chicago (IL)	___(08) Los Angeles (CA)
___(02) Dallas (TX)	___(09) Minneapolis (MN)
___(03) Des Moines (IA)	___(10) Memphis (TN)
___(04) Detroit (MI)	___(11) New Orleans (LA)
___(05) Denver (CO)	___(12) Omaha (NE)
___(06) Houston (TX)	___(13) St. Louis (MO)
___(07) Jackson (MS)	___(14) Richmond (VA)

5. Compared to your site, what TWO transportation advantages do those competitors have? [PLEASE limit your selection to 2 choices]

- \_\_\_(1) East of access
- \_\_\_(2) Transportation costs
- \_\_\_(3) Labor pool
- \_\_\_(4) Frequency of transportation services
- \_\_\_(5) Reliability of services
- \_\_\_(6) Facilities capacity
- \_\_\_(7) Transit time to customers

6. What are the THREE top PRIORITIES for service requirements to your business? Use the letters by each service requirement to select your three priorities:

	1st	2nd	3rd
A. Speed			
B. Time			
C. Reliability			
D. Less damaged goods			
E. Direct access to client			
F. Cost			
G. Low loss of goods			

7. Think about your competitors (or your other business sites) in PEER Cities, how would you rate Kansas City compared to those other cities?

Compared to Peer Cities, Kansas City Is

Stronger Same As Less Strong Don't know

Free Trade Zone	1	2	3	9
Underground storage	1	2	3	9
Railroad service	1	2	3	9
Area work force	1	2	3	9
Custom bonded warehousing	1	2	3	9
National truck service	1	2	3	9
Barge service	1	2	3	9
International access	1	2	3	9
Frozen storage	1	2	3	9
Local cartage	1	2	3	9
Air cargo	1	2	3	9
Labor rates	1	2	3	9

8. What types of intermodal linkages do you use? [Round percentages to nearest 10%]

(A) Air/truck \_\_\_\_\_% (D) Barge/rail \_\_\_\_\_%  
 (B) Air/rail . . . \_\_\_\_\_% (E) Barge/truck \_\_\_\_\_%  
 (C) Rail/truck \_\_\_\_\_% (G) Truck/truck \_\_\_\_\_%

Which are the two MOST important to you? [Use the letters to the left of the linkage]

\_\_\_\_\_  
1st                      2nd

9. How often do you currently use intermodal service involving goods moved between rail and truck?

\_\_\_\_(1) Never  
 \_\_\_\_ (2) 1 to 33% of goods moved  
 \_\_\_\_ (3) 34 to 67% of goods moved  
 \_\_\_\_ (4) 68 to 100% of goods moved

10. How do linkage problems impact your firm. [CHECK TOP 2 PROBLEMS]

\_\_\_\_(1) Loss of business                      \_\_\_\_ (4) Poor productivity  
 \_\_\_\_ (2) Customer complaints                      \_\_\_\_ (5) Claims against firm  
 \_\_\_\_ (3) Could go out of business                      \_\_\_\_ (6) High maintenance costs

11. What percentage loss do these current problems give you? \_\_\_\_\_%

12. How beneficial do you think marketing strategies for intermodal transportation would be to Kansas City and your site?

\_\_\_\_(1) Very beneficial                      \_\_\_\_ (4) Not very beneficial  
 \_\_\_\_ (2) Somewhat beneficial                      \_\_\_\_ (5) Not at all beneficial  
 \_\_\_\_ (3) Neutral

13. Please indicate how each of the following freight transportation problems affects your operations.

	Is this a problem now?		Level of importance in the future		
	Yes	No	More	Same	Less
Turning radius . . . . .	1	.. 2	1	.. 2	.. 3
Merge lanes . . . . .	1	.. 2	1	.. 2	.. 3
Highway speed limits not being enforced	1	.. 2	1	.. 2	.. 3
Traffic congestion . . . . .	1	.. 2	1	.. 2	.. 3
Turning at traffic lights . . . . .	1	.. 2	1	.. 2	.. 3
No parking . . . . .	1	.. 2	1	.. 2	.. 3
Rush hour deliveries . . . . .	1	.. 2	1	.. 2	.. 3
Insufficient lane widths - over-width loads	1	.. 2	1	.. 2	.. 3
Insufficient bridge/tunnel clearances . . . .	1	.. 2	1	.. 2	.. 3
- over-height loads . . . . .	1	.. 2	1	.. 2	.. 3
Inadequate all weather roadways . . . . .	1	.. 2	1	.. 2	.. 3
Lack of freight only vehicle lanes on roadways . . . . .	1	.. 2	1	.. 2	.. 3
Lack of trailer drop-off/pick-up facilities for trucks . . . . .	1	.. 2	1	.. 2	.. 3
Lack of freight access zones . . . . .	1	.. 2	1	.. 2	.. 3
Diminishing off-peak travel or delivery window (union related) . . . . .	1	.. 2	1	.. 2	.. 3
Diminishing off-peak travel or delivery window (congestion related) . . . . .	1	.. 2	1	.. 2	.. 3
Curfew restrictions on movement of large and heavy loads . . . . .	1	.. 2	1	.. 2	.. 3
Just-in-time delivery needs . . . . .	1	.. 2	1	.. 2	.. 3
Lack of central receiving areas in shopping areas . . . . .	1	.. 2	1	.. 2	.. 3
Lack of truck access to airports . . . . .	1	.. 2	1	.. 2	.. 3
Lack of rail access to airports . . . . .	1	.. 2	1	.. 2	.. 3
Paperwork procession delays as airports	1	.. 2	1	.. 2	.. 3
Certain intersections, streets, or areas are problems for vehicles serving this site .	1	.. 2	1	.. 2	.. 3

What THREE INTERSECTIONS, STREETS, or AREAS are the MAJOR problems?

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

14. During the next five years, what is the outlook for your company's business activities in Metropolitan Kansas City?  
 \_\_\_\_ (1) Some growth....What % growth do you expect in five years? \_\_\_\_ %  
 \_\_\_\_ (2) No growth  
 \_\_\_\_ (3) Some decline....What % decline do you expect in five years? \_\_\_\_ %
15. How much do the regulations for these governmental agencies impact your business?
- |         | <u>Very Little</u> | <u>Some</u> | <u>Major</u> |
|---------|--------------------|-------------|--------------|
| City    | 1                  | 2           | 3            |
| Federal | 1                  | 2           | 3            |
| State   | 1                  | 2           | 3            |
| ICC     | 1                  | 2           | 3            |
16. How will your business probably be impacted by NAFTA?  
 \_\_\_\_ (1) Very positively  
 \_\_\_\_ (2) Somewhat positively  
 \_\_\_\_ (3) Not sure  
 \_\_\_\_ (4) Not impacted  
 \_\_\_\_ (5) Negatively
17. How would you rate the complexity of paper work for customs processing?  
 \_\_\_\_ (1) Do not import or export  
 \_\_\_\_ (2) Very complex  
 \_\_\_\_ (3) Somewhat complex  
 \_\_\_\_ (4) Not sure  
 \_\_\_\_ (5) Not complex
18. How supportive are you for the public and private sector to work together to help remove barriers to intermodal goods movement?  
 \_\_\_\_ (1) Very supportive  
 \_\_\_\_ (2) Somewhat supportive  
 \_\_\_\_ (3) Not sure  
 \_\_\_\_ (4) Not supportive
19. What are two major intermodal freight improvements that you would suggest for the Kansas City area?  
 1: \_\_\_\_\_  
 2: \_\_\_\_\_
20. Would you be interested in providing additional input to this study? If so, check those activities that would interest you.  
 \_\_\_\_ (1) Focus group  
 \_\_\_\_ (2) Resource person

## THANKS FOR YOUR INPUT!

Please return in the postage paid envelope to the consultant team member responsible for this portion of the study.

Intermodal Freight Strategies Study  
 ETc Institute  
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